

Message Text

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ACTION COME-00

INFO OCT-01 EUR-25 NEA-10 ADP-00 AID-20 CIAE-00 EB-11

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12

CIEP-02 LAB-06 SIL-01 OMB-01 CAB-09 DODE-00 FAA-00

MC-02 RSR-01 /121 W

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TO SECSTATE WASHDC 3875

INFO FAA BRUSSELS

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DEPT PASS COMMERCE AND EXIMBANK

E.O. 11652: N/A

TAGS: ETRN LE BEXP

SUBJ: TMA RE-EQUIPMENT

REF: BEIRUT 8321

SUMMARY: US AIRCRAFT AND ENGINE MANUFACTURERS ARE DIRECTING INCREASING ATTENTION TO TRANS MEDITERRANEAN AIRWAYS, WHICH APPEARS LIKELY TO BE ORDERING ONE WIDEBODIED JET FREIGHTER BEFORE THE END OF 1973. END SUMMARY.

1. TMA NOW APPEARS LIKELY TO BE FIRST ARAB AIR CARRIER TO ORDER WIDEBODIED AIRCRAFT. MUNIR ABU-HAIDAR, TMA CHAIRMAN, REITERATED TO RCAA EARLIER THIS WEEK THAT HIS AIRLINE WILL MOST PROBABLY ORDER ONE WIDEBODIED JET FREIGHTER BEFORE THE END OF 1973, FOR DELIVERY LATE 1974 OR EARLY 1975.

2. GEORGE YACoub, TMA VICE-PRESIDENT, PLANNING, INDICATES TO RCAA THAT TMA'S CHOICE CENTERS ON EITHER THE BOEING
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747-200/300/400F OR THE MCDONNELL DOUGLAS DC-10-30/40AF

AND THAT AN ORDER WILL MOST PROBABLY BE PLACED LATE THIS YEAR DELIVERY EARLY IN 1975. BEYOND THIS FIRST AIRCRAFT, TMA WOULD PROBABLY REQUIRE ONE ADDITIONAL WIDEBODIED JET FREIGHTER IN 1976 AND A SECOND IN 1977. PLANNING BEYOND THAT HEAR HAS NOT YET BEEN COMPLETED.

3. BOEING 747F FREIGHTER SEEMS TO BE FRONT-RUNNING SLIGHTLY, DUE LARGER CARGO CAPACITY AND EARLIER DELIVERY (DECEMBER 1974). FIRST MCDONNELL DOUGLAS DC-10AF FREIGHTER WOULD NOT BE AVAILABLE UNTIL EARLY 1976, LATE FOR TMA'S REQUIREMENTS. HOWEVER, DOUGLAS HAS, ACCORDING YACOB, OFFERED INTERIM LEASE IN EARLY 1975 OF DC-10-30CF CARGO/PASSENGER CONVERTIBLE AIRCRAFT WHICH WOULD COVER TMA'S REQUIREMENTS UNTIL DELIVERY OF FIRST DC-10-AF IN 1976. FACTORS IN DC-10AF FAVOR ARE MORE FAVORABLE RATION OF CUBE(VOLUME) TO WEIGHT PAYLOAD CAPABILITY, LOWER INITIAL COST, AND GREATER SCHEDULING FLEXIBILITY.

4. VALUE OF ORDER FOR ONE 747F WOULD BE IN NEIGHBORHOOD OF \$32 MILLION INCLUDING SPARES AND FOR ONE DC-10AF IN NEIGHBORHOOD OF \$28 MILLION INCLUDING SPARES. AIRFRAME/ENGINE OPTIONS BEING OFFERED TO TMA ARE AS FOLLOWS: BOEING 747-200F - PRATT AND WHITNEY JT9D-7 ENGINES; 747-300F GENERAL ELECTRIC CF6-50E ENGINES; 747-400F - PRATT AND WHITNEY JT9D-70 ENGINES; DC-10-30AF - GENERAL ELECTRIC CF6-50E ENGINES; DC-10-40AF - PRATT AND WHITNEY JT9D-59 ENGINES.

5. FIRST AIRCRAFT WOULD BE DEPLOYED ON ONE WEEKLY RTW SERVICE PLUS SEVERAL WEEKLY TURNAROUND SERVICES BEIRUT-GULF, YIELDING INITIAL DAILY AIRCRAFT UTILIZATION OF ABOUT 10 HOURS, BUILDING UP WITH EXPERIENCE TO 12 HOURS DAILY.

6. REVISED RESULTS TMA'S FIRST SIX MONTHS 1973 SHOW NET PROFIT LL 11.009 MILLION WITH POSSIBILITY YEAREND NET PROFIT LL 26 MILLION. AIRLINE'S SIXTH 707-327C DELIVERED AUGUST 2 AND NOW IN SCHEDULED SERVICE. SEVENTH 707, A 707-323C PURCHASED FROM AMERICAN AIRLINES, DUE FOR DELIVERY BEIRUT EARLY SEPTEMBER.

7. STUDY TEAMS FROM BOEING AND DOUGLAS HAVE MADE EXTENDED LIMITED OFFICIAL USE

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VISITS TO TMA'S BEIRUT HEADQUARTERS IN RECENT WEEKS (DOUGLAS TEAM DEPARTED THIS MORNING) AND BOTH GENERAL ELECTRIC AND PRATT & WHITNEY ALSO HAVE BEEN MAKING RECURRING CALLS ON THE LEBANESE ALL-CARGO AIRLINE. ALL OF THESE VISITS HAVE BEEN ORIENTED TOWARDS TMA'S FORTHCOMING WIDEBODIED AIRCRAFT ACQUISITION DECISION.
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